A3940-1.54

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 1 February 1990

SOUTHERN REGION (SCPA)

Alabama A&M University
University of Alabama
University of Alabama-Engineering
University of Alabama-Birmingham
Auburn University
Augusta College
Bellarmine College
Berry College
Catawba College
University of Central Florida
Centre College
The Citadel, Military College of South Carolina
Clemson University
Duke University
Duke University-Fuqua School of Business
Eastern Kentucky University
East Tennessee State University
Elon College
Emory University-Business
Florida Atlantic University
Florida Institute of Technology
Florida State University
University of Florida
Georgia College
Georgia Institute of Technology
Georgia Southern College
Georgia Southwestern College
Georgia State University
University of Georgia
Hampton University
Jacksonville University
University of Kentucky
Louisiana College
Louisiana State University
University of Louisville
Mars Hill College
Mary Washington College
Memphis State University
Middle Tennessee State University
Millsaps College
Mississippi State University
University of Mississippi
Morehead State University
Morris College
North Carolina A&T State University
North Carolina Central University
North Carolina State University - Textiles
University of North Carolina - Asheville
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
Northeast Louisiana University
Northern Kentucky University
University of North Florida
Oglethorpe University
Old Dominion University
Presbyterian College
Queens College
Randolph-Macon Woman's College
Rollins College
University of South Alabama
University of South Carolina
University of South Carolina-Aiken
University of South Carolina - Coastal
Southern College of Technology
University of Southern Mississippi
University of South Florida
Spring Hill College
Tennessee Tech University
University of Tennessee - Chattanooga
University of Tennessee - Knoxville
Tulane University
Valdosta State College
Vanderbilt University
Vanderbilt Unviersity - Owen Graduate School of Management
Virginia Tech & State University
University of Virginia
Wake Forest University
Wake Forest University - Babcock Graduate School of Management
Western Carolina University
Western Kentucky University
West Georgia College
College of William & Mary
Winthrop College
Wofford College
Xavier University of Louisiana

The career planning & placement offices that participate in the Salary Survey are divided into seven geographic regions. The participants listed above comprise the **Southern** Region.

The data are based on salary offers made to students graduating between September 1, 1989 and August 31, 1990. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (January 10, 1990, through February 8, 1990) and cumulatively (September 1, 1989, and February 8, 1990).

Copyright 1990 by The College Placement Council, Inc.
No part of this publication may be used, adapted, or reproduced in any manner whatsoever without written permission.
ISSN 1048-7719

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 1/10/90/ THROUGH 2/8/90

CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
BUSINESS														
ACCOUNTING	32	647	$24814	$27070	$27500	$25500	$22000	141	1187	$24962	$26548	$28000	$25500	$20000
BUSINESS ADMIN (INCL MGMT	9	57	20545	22347	*	*	*	34	243	19367	21855	21700	19000	16500
DISTRIBUTION MANAGEMENT	+	8	+	25200				3	18	22717	24489	*	*	*
ECONOM & FINANCE (BANKING	6	95	20327	23479	*	*	*	27	238	20709	23281	24500	20000	15800
HOTEL/RESTAURANT MGMT.	+	8	+	19100				1	27	18000	19873	*	*	*
HUMAN RSRCS (incl LABOR R	8	18	24863	24153	*	*	*	18	30	23389	23762	*	*	*
MANAGEMENT INFO SYSTEMS	2	27	24500	27245	*	*	*	19	92	27096	27064	*	*	*
MARKETING/MARK MGMT (RESR	19	117	23579	23402	*	*	*	56	316	21255	22748	25000	21000	18000
REAL ESTATE	2	7	16080	24880	*	*	*	2	9	16080	25484	*	*	*
COMMUNICATIONS														
ADVERTISING	3	3	21548	21548	*	*	*	6	9	18174	19227	*	*	*
COMMUNICATIONS	4	25	19275	20684	*	*	*	12	69	19925	20150	*	*	*
JOURNALISM	1	5	31500	18540	*	*	*	11	22	18032	16440	*	*	*
TELECOMMUN/BROADCASTING	1	3	12480	17593	*	*	*	3	8	16993	20715	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	18	38	20268	20445	*	*	*	56	157	20650	19048	24000	19803	18357
PRE-ELEMENTARY EDUCATION	2	2	16374	16374	*	*	*	3	7	18916	14742	*	*	*
PHYSICAL EDUCATION	1	2	19700	15850	*	*	*	7	18	20633	19829	*	*	*
SPECIAL EDUCATION	3	9	19421	18628	*	*	*	7	28	19775	19240	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	1	1	25000	25000	*	*	*	1	31	25000	18519	*	*	*
TEXTILES & CLOTHING	1	18	19900	20219	*	*	*	1	28	19900	20269	*	*	*
MERCHANDISING MANAGEMENT	2	2	20000	20000	*	*	*	3	24	19167	18032	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	1	2	18000	21250	*	*	*	1	4	18000	19439	*	*	*
LETTERS (incl English, Li	3	7	18425	19325	*	*	*	8	34	19693	18543	*	*	*
VISUAL & PERFORMING ARTS	4	5	21019	20815	*	*	*	7	27	21715	19091	*	*	*
HUMANITIES - OTHER	1	18	22500	19911	*	*	*	2	27	23250	20937	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	1	2	19493	19747	*	*	*	2	6	20997	20999	*	*	*
HISTORY	1	2	18954	20877	*	*	*	2	5	19477	20951	*	*	*
POLITICAL SCIENCE/GOVT	1	3	16700	18567	*	*	*	8	24	17762	20561	*	*	*
PSYCHOLOGY	1	9	15035	20771	*	*	*	5	30	15237	18459	*	*	*
SOCIOLOGY	+	1	+	24000				+	6	+	20332			
SOCIAL SCIENCES-OTHER	+	2	+	16500				1	11	20000	17939	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	24	+	30450				1	46	32500	30616	*	*	*
AGRICULTURAL	+	+	+	+				+	3	+	27999			
ARCHITECTURAL	+	11	+	30856				+	14	+	29937			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	2	+	28000			
CHEMICAL	12	125	34760	35174	*	*	*	25	232	35021	34955	36720	35500	33400
CIVIL	1	94	29700	28620	*	*	*	11	236	30078	27558	*	*	*
COMPUTER	+	10	+	31140				+	31	+	30994			
ELECTRICAL/ELECTRONIC	16	232	30577	31508	*	*	*	31	499	30903	31283	34700	30396	26000

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90/ THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	+	+	+				+	+	+	+			
INDUSTRIAL	1	26	$25343	$29958	*	*	*	4	145	$28975	$30717	*	*	*
MECHANICAL	14	219	31336	32178	*	*	*	27	525	30798	32030	$34700	$31500	$26000
METALLURGICAL	+	5	+	33984				+	35	+	32139			
MINING (INCL GEOLOGICAL)	+	10	+	26638				+	16	+	28961			
NUCLEAR	+	3	+	32560				+	10	+	30060			
PETROLEUM	+	18	+	35906				+	42	+	35866			
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	2	37	24900	28417	*	*	*	5	72	28096	29255	*	*	*
INDUSTRIAL TECHNOLOGY	1	17	27000	25000	*	*	*	2	19	20000	24526	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	1	11	22385	21990	*	*	*	1	20	22385	22174	*	*	*
ANIMAL SCIENCES	+	8	+	17411				+	11	+	17571			
PLANT SCIENCES	+	1	+	20000				+	3	+	21000			
NATURAL RESOURCES	+	2	+	16000				+	3	+	18000			
OTHER AGRICULTURAL SCIENC	+	9	+	24556				2	11	20059	23738	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	12	88	26309	30020	*	*	*	28	209	25399	29003	30100	25547	19500
COMPUTER PROGRAMMING	2	4	29250	28150	*	*	*	3	9	27833	27181	*	*	*
INFORMATION SCIENCES & SY	1	44	29000	28952	*	*	*	7	88	26708	27874	*	*	*
SYSTEMS ANALYSIS	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	1	+	31860				1	10	22000	22399	*	*	*
HEALTH SCIENCES	+	+	+	+				1	12	16800	21711	*	*	*
NURSING	1	1	27000	27000	*	*	*	2	8	31000	25650	*	*	*
PHARMACY	+	5	+	37787				2	10	32000	34905	*	*	*
SCIENCES														
ACTUARIAL	+	2	+	27650				+	5	+	30180			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	4	+	17663			
BIOLOGICAL	+	4	+	22750				3	17	24000	21874	*	*	*
CHEMISTRY	1	10	22500	27896	*	*	*	1	17	22500	26427	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	3	+	23000				+	7	+	21214			
MATHEMATICS	4	11	19219	22039	*	*	*	11	43	20369	22817	*	*	*
PHYSICS	+	2	+	26550				+	5	+	25602			
OTHER PHYSICAL & EARTH SC	+	+	+	+				1	2	30000	24000	*	*	*
POLYMER SCIENCE	+	+	+	+				+	+	+	+			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	197	2180						616	5156					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90 THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	26	539	$24751	$27006	$28000	$24500	$21700	118	962	$25282	$26730	$28000	$26000	$21500
ACCOUNTING (PRIVATE)	7	106	24604	26959	*	*	*	19	236	23632	25396	*	*	*
COMMERCIAL BANKING (CNSMR	3	7	20135	19415	*	*	*	8	22	20501	20032	*	*	*
COMMERCIAL BANKING (LENDG	1	17	15600	22571	*	*	*	8	38	20638	22399	*	*	*
INVESTMT BANKING (CORP FN	1	4	27600	30400	*	*	*	1	8	27600	27720	*	*	*
INVESTMT BANKNG (M & A)	+	+	+	+				+	1	+	21334			
INVESTMT BANKG (REAL EST)	+	+	+	+				1	3	19000	27000	*	*	*
INVESTMT BANKG (SALES & T	+	1	+	30000				+	1	+	30000			
FINANCIAL/TREASURY ANALYS	1	35	26100	27514	*	*	*	2	76	20950	26295	*	*	*
PORTFOLIO MGMT/BROKERAGE	+	2	+	21900				+	6	+	20767			
UNDERWRITING	2	11	20280	22136	*	*	*	3	31	21187	21888	*	*	*
INSURANCE - CLAIMS	+	6	+	20967				4	23	21175	21349	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	+	+	+				+	6	+	17630			
MEDIA PLANNING	1	1	16000	16000	*	*	*	3	6	16333	20739	*	*	*
REPORTING	+	1	+	16200				1	4	17000	15740	*	*	*
PRODUCTION	+	2	+	27700				2	11	26000	25856	*	*	*
PUBLIC RELATIONS	1	3	12480	16493	*	*	*	4	15	15345	18961	*	*	*
WRITING / EDITING	+	2	+	15700				1	10	16200	18560	*	*	*
MARKETING														
ADVERTISING	+	4	+	20010				3	10	14500	18054	*	*	*
BRAND/PRODUCT MANAGEMENT	+	7	+	23057				4	34	22175	23702	*	*	*
BUYER/MERCHANDISING	1	49	19760	21249	*	*	*	3	76	19920	22298	*	*	*
DISTRIBUTION	1	8	21000	23900	*	*	*	4	17	19588	23495	*	*	*
MARKET RESEARCH	+	3	+	23667				1	6	20000	23960	*	*	*
PURCHASING	+	7	+	25731				+	10	+	24431			
SALES	24	114	23519	24914	31500	23500	18000	55	312	22900	24464	31600	23000	18000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	1	3	18000	21667	*	*	*	2	11	17250	19658	*	*	*
FINANC,TAXA, MONETARY POL	+	3	+	22890				1	9	18000	23741	*	*	*
ECONOMIC PROGRAMS	+	+	+	+				+	1	+	18000			
LAW ENFORCEMENT	1	1	19493	19493	*	*	*	1	3	19493	20664	*	*	*
MILITARY	3	5	26229	26437	*	*	*	17	32	22632	22293	*	*	*
NATIONAL SECURITY	+	1	+	32700				+	1	+	32700			
URBAN / REGIONAL PLANNING	+	+	+	+				1	1	27500	27500	*	*	*
ENGINEERING														
BIOENGINEERING	+	5	+	25010				+	5	+	25010			
DESIGN / CONSTRUCT	3	131	30531	30212	*	*	*	8	332	30034	29845	*	*	*
ENVIRONMENTAL/SANITATION	+	11	+	28418				+	25	+	27890			
MANUFACTURING/INDUSTRIAL	11	146	32184	32231	*	*	*	21	385	32217	31859	36000	33000	28200
SYSTEMS / PROGRAMMING	2	35	27672	30222	*	*	*	3	70	28048	30682	*	*	*
POWER SYSTEMS	+	19	+	30244				2	67	30732	31335	*	*	*
SOFTWARE DESIGN & DEVELOP	4	37	30475	31672	*	*	*	5	67	29449	31252	*	*	*
HARDWARE DESIGN & DEVELOP	1	26	35040	32690	*	*	*	1	56	35040	31737	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90 THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	1	50	$22500	$31729	*	*	*	10	128	$32391	$31079	*	*	*
TESTING	1	32	30000	29898	*	*	*	1	70	30000	30120	*	*	*
PROCESS ENGINEERING	10	112	34440	34606	*	*	*	18	207	34789	34397	*	*	*
PROJECT ENGINEERING	13	127	31185	31691	*	*	*	24	247	30954	32051	$33900	$31275	$29000
OTHER ENGINEERING	3	90	28600	30699	*	*	*	5	217	28428	30625	*	*	*
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	1	4	18500	25555	*	*	*	3	14	16971	21283	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				+	+	+	+			
MEDICAL TECHNOLOGY	1	1	18000	18000	*	*	*	2	9	18000	21690	*	*	*
NURSES / PERSONAL CARE	1	1	27000	27000	*	*	*	2	8	31000	24475	*	*	*
OCCUPATIONAL THERAPY	+	+	+	+				+	3	+	25346			
PHARMACIST	+	5	+	37787				+	6	+	36522			
PHYSICAL THERAPY	+	+	+	+				+	+	+	*			
RESPIRATORY THERAPY	+	+	+	+				+	+	+	*			
OTHER HEALTH RELATED	1	2	15035	17518	*	*	*	4	16	22759	19832	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	1	3	16700	16567	*	*	*	1	6	16700	15947	*	*	*
COUNSELING	+	2	+	20225				2	15	15075	15743	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				2	5	17200	17180	*	*	*
SOCIAL WORK	1	1	18954	18954	*	*	*	2	10	17877	17262	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	8	87	26151	28660	*	*	*	27	181	25249	27717	30000	25740	19500
INFORMATION SYSTEMS	2	17	22500	27955	*	*	*	14	87	26242	26847	*	*	*
SYSTEMS ANALYSIS & DESIGN	3	38	27567	30159	*	*	*	10	96	27080	29160	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	3	+	28433				1	8	28000	29675	*	*	*
AGRICULTURE/NAT'L RESOURC	1	24	22385	19799	*	*	*	1	35	22385	19905	*	*	*
ARCHITECTURE	+	+	+	+				1	5	20000	18130	*	*	*
CONSULTING	+	34	+	28418				+	81	+	27118			
HUMAN RESRCS /INDUS RELS	2	10	25050	24850	*	*	*	5	25	22620	23027	*	*	*
MANAGEMENT TRAINEE	18	122	21439	20705	*	*	*	80	389	20520	20684	25000	20000	16300
MATH/STATISTICIANS	+	1	+	25500				1	7	22265	22184	*	*	*
PARALEGAL	+	1	+	20000				+	3	+	19333			
RESEARCHERS NON-TECHNICAL	+	+	+	+				+	1	+	25000			
RESEARCHERS - TECHNICAL	+	1	+	18000				+	6	+	23020			
TEACHING	34	60	19490	19802	$22300	$19433	$17775	93	282	20337	18890	24000	19900	18000
TOTALS	197	2180						616	5156					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

SCPA REGIONAL Report No. 1 FEBRUARY 1990

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90 THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	1	6	$31000	$27983	*	*	*	15	80	$28413	$30160	*	*	*
MBA--NON-TECH	2	29	37250	35141	*	*	*	8	71	30613	32593	*	*	*
MBA--TECH	3	9	36333	34256	*	*	*	3	14	36333	36280	*	*	*
MS-BUSINESS	+	7	+	37786				+	16	+	34006			
PUBLIC ADMINISTRATION	+	+	+	+				+	+	+	+			
ECONOMICS & FINANCE (BANK	+	8	+	42206				2	15	26750	35257	*	*	*
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	+	3	+	31775				2	5	30000	31065	*	*	*
MANAGEMENT INFORMATION SY	+	1	+	38400				+	3	+	37133			
MARKETING/MKTNG MGT (RESE	+	1	+	50000				2	3	27906	35271	*	*	*
MERCHANDISING MANAGEMENT	+	+	+	+				+	+	+	+			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	+	+	+				+	3	+	29000			
JOURNALISM	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	3	+	22800			
ELEMENTARY EDUCATION	1	1	27740	27740	*	*	*	6	11	24580	23002	*	*	*
PHYSICAL EDUCATION	+	+	+	+				+	+	+	+			
READING EDUCATION	+	+	+	+				+	+	+	+			
SPECIAL EDUCATION	+	1	+	24000				1	6	20368	21915	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
LETTERS	+	+	+	+				+	1	+	12000			
VISUAL & PERFORMING ARTS	+	+	+	+				+	+	+	+			
HUMANITIES - OTHER	1	1	20000	20000	*	*	*	1	1	20000	20000	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	2	+	32200			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES - OTHER	+	+	+	+				1	1	23419	23419	*	*	*

continued

SCPA REGIONAL Report No. 1 FEBRUARY 1990

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90 THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	3	+	$35372				+	9	+	$35688			
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	+	+	+			
CHEMICAL	+	2	+	38500				+	10	+	35791			
CIVIL	+	13	+	32592				+	47	+	31711			
COMPUTER	+	+	+	+				+	1	+	39364			
ELECTRICAL/ELECTRONIC	1	15	$36000	38149	*	*	*	2	43	$35000	36688	*	*	*
INDUSTRIAL	+	2	+	35300				+	9	+	37056			
MECHANICAL	+	29	+	37860				+	39	+	37083			
METALLURGICAL	+	5	+	38280				+	5	+	38280			
MINING & MINERAL	+	+	+	+				+	1	+	30000			
NUCLEAR	+	+	+	+				+	+	+	+			
PETROLEUM	+	4	+	38325				+	8	+	38513			
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	1	+	24000				1	2	34248	29124	*	*	*
HEALTH SCIENCES	+	+	+	+				+	2	+	20800			
NURSING	+	+	+	+				+	+	+	+			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				+	+	+	+			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	+	2	+	30500				+	3	+	32000			
COMPUTER SCIENCE														
COMPUTER SCIENCE	+	12	+	41550				3	32	34333	37292	*	*	*
SCIENCES														
GEOLOGY & RELATED GEOLOGI	+	1	+	34800				2	11	30504	32528	*	*	*
MATHEMATICS (INCL ACTUARI	+	1	+	28395				+	8	+	32343			
PHYSICS	+	1	+	30000				2	3	29875	29917	*	*	*
POLYMER	+	+	+	+				+	2	+	34980			
TOTALS	9	158						51	470					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 1/10/90 THROUGH 2/8/90

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	3	17	$35833	$38494	*	*	*
MBA--TECH	1	1	40000	40000	*	*	*
OVER 2 TO 4 YEARS							
MBA--NON-TECH	4	13	64475	48377	*	*	*
MBA--TECH	2	2	41750	41750	*	*	*
OVER 4 YEARS							
MBA--NON-TECH	1	9	45000	42100	*	*	*
MBA--TECH	+	+	+	+			
TOTALS	11	42					

CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	4	34	$37125	$40276	*	*	*
MBA--TECH	1	3	40000	39333	*	*	*
OVER 2 TO 4 YEARS							
MBA--NON-TECH	5	29	57580	44776	*	*	*
MBA--TECH	2	7	41750	53371	*	*	*
OVER 4 YEARS							
MBA--NON-TECH	2	28	35500	44746	*	*	*
MBA--TECH	+	3	+	67333			
TOTALS	14	104					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 1/10/90 THROUGH 2/8/90

CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	1	1	$38000	$38000	*	*	*	1	1	$38000	$38000	*	*	*
COMPUTER & INFOR SCIENCES	+	+	+	+				+	1	+	58000			
ECONOMICS	+	+	+	+				+	1	+	38000			
EDUCATION														
EDUCATION ADMINISTRATION	1	1	38000	38000	*	*	*	3	5	32933	37560	*	*	*
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				+	+	+	+			
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
HUMANITIES	+	+	+	+				1	1	24000	24000	*	*	*
PSYCHOLOGY	+	+	+	+				+	+	+	+			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	4	+	31200			
ENGINEERING														
AEROSPACE	+	+	+	+				+	1	+	50000			
CHEMICAL	+	2	+	50500				+	9	+	48447			
CIVIL	+	1	+	37200				+	1	+	37200			
COMPUTER	+	+	+	+				+	+	+	+			
ELECTRICAL/ELECTRONIC	+	1	+	55900				+	4	+	57975			
INDUSTRIAL ENGINEERING	+	+	+	+				+	+	+	+			
MECHANICAL	+	+	+	+				+	2	+	45500			
METALLURGICAL	+	+	+	+				+	2	+	52560			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	2	+	33550			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	+	+	+	+				+	6	+	39383			
GEOLOGICAL SCIENCES	+	+	+	+				+	+	+	+			
MATHEMATICS	+	+	+	+				1	2	28000	36000	*	*	*
PHYSICS	+	+	+	+				+	3	+	42293			
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	2	6						6	45					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	25303 117 30500/21500			21025 4					
BUSINESS ADMIN (INCL MGMT	21700 1			19234 6					
ECONOM & FINANCE (BANKING				20846 13	22000 2	24500 1			
HUMAN RSRCS (incl LABOR R				24000 1					
MANAGEMENT INFO SYSTEMS				19000 1	26950 1		28206 9	22000 2	
MARKETING/MARK MGMT (RESR				21375 4		25000 1	18000 1		
ADVERTISING		20411 4							
COMMUNICATIONS		14750 2		24000 1		24000 2			
JOURNALISM		15450 2				16000 2			
TELECOMMUN/BROADCASTING						18500 1			
HISTORY			20000 1						
ELECTRICAL/ELECTRONIC							28800 1		33500 1
MECHANICAL									26000 1
COMPUTER SCIENCE							25540 5		
COMPUTER PROGRAMMING							25000 1		
INFORMATION SCIENCES & SY							29100 1		
MATHEMATICS								28000 1	

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING				18000 1		22000 1			
BUSINESS ADMIN (INCL MGMT			19250 4	18250 2		19930 10			
DISTRIBUTION MANAGEMENT						20500 1			
ECONOM & FINANCE (BANKING	21467 3					19587 3	17000 1		
HOTEL/RESTAURANT MGMT.			18000 1						
HUMAN RSRCS (incl LABOR R	21750 2	26000 1	18000 1	24256 9			17500 1		
MANAGEMENT INFO SYSTEMS	27963 2								
MARKETING/MARK MGMT (RESR	20500 3		21250 2	22500 1		19795 19	19000 1	21150 2	
REAL ESTATE	20160 1			12000 1					
COMMUNICATIONS		20000 1				19667 3			
JOURNALISM						20000 1			17000 1
PHYSICAL EDUCATION		16000 1							
HUMAN ECOLOGY (HOME ECONO			25000 1						
MERCHANDISING MANAGEMENT						19167 3			
LETTERS (incl English, Li		22000 1				18750 2			
VISUAL & PERFORMING ARTS						18500 1			
POLITICAL SCIENCE/GOVT						13250 2			
ELECTRICAL/ELECTRONIC								25343 1	
COMPUTER SCIENCE	22265 1			23250 2				25353 1	
INFORMATION SCIENCES & SY				27183 2					
ALLIED HEALTH						22000 1			
MATHEMATICS				25700 1					

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING	35000 1				15300 1	19747 2	21140 1	20340 1	
BUSINESS ADMIN (INCL MGMT					15000 1	15738 2	18333 3		
ECONOM & FINANCE (BANKING			15000 1			19493 1			
MARKETING/MARK MGMT (RESR		20000 1				15738 1			19413 1
COMMUNICATIONS				20100 1					
JOURNALISM					12000 1				15500 1
ELEMENTARY EDUCATION					20516 55 30000/18357	28000 1			
PRE-ELEMENTARY EDUCATION					18916 3				
PHYSICAL EDUCATION					21405 6				
SPECIAL EDUCATION					19775 7				
TEXTILES & CLOTHING					19900 1				
FOREIGN LANGUAGES						18000 1			
LETTERS (incl English, Li					19609 5				
VISUAL & PERFORMING ARTS					22251 6				
HUMANITIES - OTHER									24000 1
CRIMINAL JUSTICE					22500 1	19493 1			
HISTORY							18954 1		
POLITICAL SCIENCE/GOVT						19493 1	15550 2		
PSYCHOLOGY					18000 1		15075 2		14018 2
CIVIL							22583 1		
ELECTRICAL/ELECTRONIC				30480 2		27870 6			
INDUSTRIAL						25343 1			
MECHANICAL						23889 3			

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ENGINEERING TECHNOLOGY				37680 1					
AGRIBUSINESS							22385 1		
OTHER AGRICULTURAL SCIENC					25000 1				
COMPUTER SCIENCE				29200 1		25002 4			
INFORMATION SCIENCES & SY				31000 1		19493 1			
HEALTH SCIENCES							16800 1		
NURSING								31000 2	
BIOLOGICAL		30000 1							
CHEMISTRY		22500 1							
MATHEMATICS					19075 5	19662 3			
OTHER PHYSICAL & EARTH SC									30000 1

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING					25414 2	26500 1	18000 1		
BUSINESS ADMIN (INCL MGMT					23600 1	21600 1			15000 1
DISTRIBUTION MANAGEMENT						23650 1			24000 1
HUMAN RSRCS (incl LABOR R							22500 1		
MARKETING/MARK MGMT (RESR							21000 1		27650 2
HUMANITIES - OTHER					22500 1				
POLITICAL SCIENCE/GOVT		20000 1							
AEROSPACE & AERONAUTICAL					32500 1				
CHEMICAL					30300 1				34873 3
CIVIL								29027 3	
ELECTRICAL/ELECTRONIC					30107 7		31200 2	29192 1	
MECHANICAL					29989 5		28650 2	24000 1	34950 2
ENGINEERING TECHNOLOGY							28000 1		
INDUSTRIAL TECHNOLOGY							27000 1		
OTHER AGRICULTURAL SCIENC						15118 1			
COMPUTER SCIENCE					31100 3			20500 2	
PHARMACY									32000 2

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG		HOUSEHOLD & PE		METALS & METAL		MINING		PACKAGING & AL		PAPER & WOOD P		PETROLEUM & AL	
ACCOUNTING	32000	1			25750	2			24925	2			20800	1	26400	1	27999	1
ECONOM & FINANCE (BANKING							24000	1							21000	1		
HUMAN RSRCS (incl LABOR R					30000	1	21200	1										
MANAGEMENT INFO SYSTEMS	28367	3															30000	1
MARKETING/MARK MGMT (RESR	23400	1	22500	2	26000	2	25250	4	19006	1			21000	1			25000	1
ADVERTISING									13400	1								
COMMUNICATIONS	15500	1					23000	1										
JOURNALISM	31500	1													23250	1		
TELECOMMUN/BROADCASTING					12480	1												
CHEMICAL															35175	4	36967	3
CIVIL																	33500	4
ELECTRICAL/ELECTRONIC	33300	1	32275	4											34450	2	40200	1
INDUSTRIAL			29780	2														
MECHANICAL			32167	3											34300	4		
ENGINEERING TECHNOLOGY									21600	1					26600	2		
COMPUTER SCIENCE	25542	2			27500	1			21500	1					30713	2		
COMPUTER PROGRAMMING	29250	2																
INFORMATION SCIENCES & SY	29000	1							24000	1								

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
BUSINESS ADMIN (INCL MGMT		20800 1				26100 1	
MARKETING/MARK MGMT (RESR						18000 2	22000 2
ADVERTISING					14000 1		
JOURNALISM	16200 1						
TELECOMMUN/BROADCASTING							20000 1
POLITICAL SCIENCE/GOVT		22500 2					
SOCIAL SCIENCES-OTHER							20000 1
CHEMICAL					36150 4	34440 10	
CIVIL						29700 1	28750 2
ELECTRICAL/ELECTRONIC					33300 1	35040 1	
INDUSTRIAL						30996 1	
MECHANICAL					36120 1	32580 5	
INDUSTRIAL TECHNOLOGY							13000 1
COMPUTER SCIENCE		19500 2	25343 1				
BIOLOGICAL							21000 2
MATHEMATICS							16000 1

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	25272 118 30500/21500	17756 8	20000 1	20767 30 26400/17400	23650 3	21143 7	27185 10	22000 2	
BACHELOR - TECHNICAL							26325 8	28000 1	29750 2

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	22317 11	21000 4	20056 9	21950 14		19471 46 25200/17000	17833 3	21150 2	17000 1
BACHELOR - TECHNICAL	22265 1			25313 5		22000 1		25348 2	

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	35000 1	20000 1	15000 1	20100 1	20298 88 30000/18000	19119 10	17372 9	20340 1	17390 5
BACHELOR - TECHNICAL		26250 2		31768 5	20063 6	24595 18	20589 3	31000 2	30000 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL		20000 1			24232 4	23917 3	20500 3		23575 4
BACHELOR - TECHNICAL					30400 17	15118 1	29117 6	25896 7	34074 7

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	26786 7	22500 2	24330 6	24171 7	20564 4		20900 2	23550 3	27666 3
BACHELOR - TECHNICAL	28647 6	31684 9	27500 1		22367 3			32959 14	35638 8

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
BACHELOR - NON TECHNICAL	16200 1	21933 3			14000 1	20700 3	21000 4
BACHELOR - TECHNICAL		19500 2	25343 1		35670 6	33502 18	21417 6

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	25313 117 30500/21500	23632 19	19600 1						
BUSINESS ADMIN (INCL MGMT	21700 1		19703 2	19333 3					26100 1
ECONOM & FINANCE (BANKING			20000 3	21150 4	27600 1		19000 1		15800 1
MARKETING/MARK MGMT (RESR			21000 1	22500 1					
COMMUNICATIONS			24000 1						

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BUSINESS ADMIN (INCL MGMT			18250 2						
HUMAN RSRCS (incl LABOR R		21700 2							
MARKETING/MARK MGMT (RESR			22500 1						
REAL ESTATE		20160 1							
ADVERTISING					16500 2			13400 1	
COMMUNICATIONS								20000 1	
JOURNALISM					16000 1	17000 1		15500 1	16200 1
TELECOMMUN/BROADCASTING							18500 1	12480 1	
ELECTRICAL/ELECTRONIC							33500 1		
MATHEMATICS			25700 1						

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BUSINESS ADMIN (INCL MGMT		18000 1		18200 1				16500 1	
DISTRIBUTION MANAGEMENT				23650 1			24000 1		
ECONOM & FINANCE (BANKING			19760 1				21000 2		
HUMAN RSRCS (incl LABOR R							23660 10		
MANAGEMENT INFO SYSTEMS							32050 2		
MARKETING/MARK MGMT (RESR		20350 2		21000 1	20000 1		22525 20 31600/18000		18000 1
ADVERTISING	14000 1						24322 2		
COMMUNICATIONS	15500 1	30000 1	20000 1	15500 1			18750 4		
JOURNALISM	14000 1						21913 4		
TELECOMMUN/BROADCASTING							20000 1		
FOREIGN LANGUAGES								18000 1	
VISUAL & PERFORMING ARTS							18500 1		
HUMANITIES - OTHER							23250 2		
POLITICAL SCIENCE/GOVT							19333 3		
SOCIAL SCIENCES-OTHER			20000 1						
PHARMACY							32000 2		
BIOLOGICAL							24000 1		

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
ACCOUNTING			19493 1						
BUSINESS ADMIN (INCL MGMT			15738 2						
ECONOM & FINANCE (BANKING			19493 1						
MARKETING/MARK MGMT (RESR			15738 1						
ELEMENTARY EDUCATION			28000 1						
CRIMINAL JUSTICE		19493 1							
POLITICAL SCIENCE/GOVT			19493 1						
CHEMICAL									36360 2
CIVIL					27500 1		31593 3		31350 2
ELECTRICAL/ELECTRONIC			28375 5				30531 3		33420 5
INDUSTRIAL			25343 1						30996 1
MECHANICAL							26950 2		33550 7
ENGINEERING TECHNOLOGY									27067 3
INDUSTRIAL TECHNOLOGY									27000 1
COMPUTER SCIENCE			25353 1						
INFORMATION SCIENCES & SY			19493 1						
MATHEMATICS			19493 2						

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
MANAGEMENT INFO SYSTEMS	30000 1								
AEROSPACE & AERONAUTICAL					32500 1				
CHEMICAL					36575 4		34789 18	30300 1	
CIVIL								29177 5	
ELECTRICAL/ELECTRONIC	27072 2	25344 1	28600 1	35040 1	30600 1			30746 9	40200 1
MECHANICAL		36120 1			27164 2	30000 1		32222 9	26780 3
ENGINEERING TECHNOLOGY					37680 1				21600 1
COMPUTER SCIENCE			29661 4						
CHEMISTRY					22500 1				

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BUSINESS ADMIN (INCL MGMT	18500 1								
MARKETING/MARK MGMT (RESR	19413 1								
PHYSICAL EDUCATION									16000 1
PSYCHOLOGY	13000 1								15035 1
COMPUTER SCIENCE			18000 1						
NURSING				31000 2					
BIOLOGICAL			18000 1						30000 1
OTHER PHYSICAL & EARTH SC									30000 1

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BUSINESS ADMIN (INCL MGMT			20000 1						
MANAGEMENT INFO SYSTEMS					27475 2	25631 9	27020 5		
HISTORY				18954 1					
POLITICAL SCIENCE/GOVT	16700 1		14400 1						
PSYCHOLOGY		15075 2							
ELECTRICAL/ELECTRONIC					33300 1				
MECHANICAL						26000 1	26000 1		
AGRIBUSINESS									22385 1
COMPUTER SCIENCE					24757 17	25343 1	26900 3		
COMPUTER PROGRAMMING					27833 3				
INFORMATION SCIENCES & SY					26550 2	28455 3	29000 1		
HEALTH SCIENCES				16800 1					
MATHEMATICS					18000 2			28000 1	

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING				23333 3					
BUSINESS ADMIN (INCL MGMT				19947 17					15000 1
DISTRIBUTION MANAGEMENT				20500 1					
ECONOM & FINANCE (BANKING				20838 13					
HOTEL/RESTAURANT MGMT.				18000 1					
HUMAN RSRCS (incl LABOR R			23250 4	24000 2					
MARKETING/MARK MGMT (RESR				20727 26 30000/17000					
REAL ESTATE				12000 1					
COMMUNICATIONS			20100 1	19000 1					
JOURNALISM				20000 1					12000 1
ELEMENTARY EDUCATION									20516 55 30000/18357
PRE-ELEMENTARY EDUCATION									18916 3
PHYSICAL EDUCATION									21405 6
SPECIAL EDUCATION									19775 7
HUMAN ECOLOGY (HOME ECONO				25000 1					
TEXTILES & CLOTHING									19900 1
MERCHANDISING MANAGEMENT				19167 3					
LETTERS (incl English, Li				19833 3					19609 5
VISUAL & PERFORMING ARTS									22251 6
CRIMINAL JUSTICE									22500 1
HISTORY	20000 1								
POLITICAL SCIENCE/GOVT				16750 2					
PSYCHOLOGY									18000 1

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
INDUSTRIAL				29780 2					
INDUSTRIAL TECHNOLOGY				13000 1					
OTHER AGRICULTURAL SCIENC				15118 1					25000 1
COMPUTER SCIENCE					22265 1				
ALLIED HEALTH				22000 1					
MATHEMATICS									19075 5

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	25282 118 30500/21500	23632 19	20501 8	20638 8	27600 1		19000 1		20950 2
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL		21187 3	19667 3		16333 3	17000 1	18500 1	15345 4	16200 1
BACHELOR - TECHNICAL			25700 1				33500 1		

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	14500 3	22175 4	19920 3	19588 4	20000 1		22529 52 33000/18000	17250 2	18000 1
BACHELOR - TECHNICAL							29333 3		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL		19493 1	19099 7						
BACHELOR - TECHNICAL			25105 10		27500 1		30034 8		32217 21 37500/28200

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL	30000 1								
BACHELOR - TECHNICAL	27072 2	30732 2	29449 5	35040 1	32391 10	30000 1	34789 18	30954 24 34700/29000	28428 5

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BACHELOR - NON TECHNICAL	16971 3								15518 2
BACHELOR - TECHNICAL			18000 2	31000 2					30000 2

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	16700 1	15075 2	17200 2	18954 1	27475 2	25631 9	27020 5		
BACHELOR - TECHNICAL				16800 1	25071 25 38000/19500	27342 5	27140 5	28000 1	22385 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL	20000 1		22620 5	20425 75 32000/17000					20355 87 30000/18000
BACHELOR - TECHNICAL				21936 5	22265 1				20063 6

AVERAGE SALARY OFFERS FEBRUARY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	21800 1			35000 1	28200 1			35500 1	
MBA--TECH								38000 1	

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH						17000 1			
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH					36400 1				
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	32000 1	39000 1							
MBA--TECH		35000 1							36000 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							
MBA--TECH							